

Order Process Reduced from Days to Minutes

Challenges	Solutions	Results
<ul style="list-style-type: none">Standardizing and streamlining customer on-boarding and integration processesAdopting electronic communication standards for order-to-cash<ul style="list-style-type: none">XMLcXMLEDI	<ul style="list-style-type: none">Deployed Ariba technology so prospects can buy electronically<ul style="list-style-type: none">Online catalogsPaperless invoicing, status updates and automated ship noticesObtained Ariba Ready platinum-level certification signaling best-in-class supplier capabilitiesUsed Ariba Network for business collaboration to implement best practices for integration and automation<ul style="list-style-type: none">Scalable "connect-once" model aligned with "req-to-check" technologies	<ul style="list-style-type: none">Average order processing times reduced from one day to a few minutes<ul style="list-style-type: none">Eliminated need to re-key orders sent via emailCost improvements in payable processingFinding opportunities for new business via the Ariba Network

Company
Newark

Profile
A leading electronics distributor

Ariba Commerce Cloud Features
Ariba Network for business collaboration
Ariba online catalog solutions

“Ariba provides the most-standardized and easy-to-connect-with model in the eProcurement industry, allowing a repeatable process to onboard new customers. They offer a true partnership with our mutual customers in our drive to automation.” Anne M. Dalton, Manager, eProcurement

